

Message Text

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ORIGIN EB-11

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TO AMEMBASSY OSLO PRIORITY

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E.O. 11652: N/A

TAGS: EAGR, US, NO

SUBJECT: GRAIN SALES TO NORWAY

1. ABILITY OF U.S. GRAIN TRADE TO COMPETE ON LONG TERM CONTRACTS WITH FOREIGN STATE ENTITIES SUCH AS AUSTRALIAN AND CANADIAN WHEAT BOARDS HAS FREQUENTLY BEEN A SUBJECT OF DEBATE, OFTEN AT HIGHEST LEVELS OF USG. SOME MONTHS AGO, FOR EXAMPLE, A THOROUGH REVIEW OF U.S. POLICY REGARDING THESE CONTRACTS WAS UNDERTAKEN AT WHITE HOUSE LEVEL. AFTER THOROUGH INTER-AGENCY DISCUSSION AND REVIEW, IT WAS CONCLUDED THAT THE DISADVANTAGES OUTWEIGHED THE ADVANTAGES FOR ANY FORM OF GOVERNMENT ROLE BEYOND "GOOD OFFICES." THUS, WHILE WE UNDERSTAND REASONING BEHIND GON PROPOSAL FOR USG OFFICIAL SANCTION OF GRAIN CONTRACTS, USG POLICY CONTINUES TO BE THAT GRAIN SALES SHOULD BE HANDLED EXCLUSIVELY BY PRIVATE TRADE.

2. AS YOU ARE NO DOUBT AWARE, PREVIOUS PRIVATE TRADE ASSOCIATION DISCUSSIONS WITH NORWEGIAN GRAIN CORPORATION

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(NGC) OFFICIALS IN LONDON AND OSLO HAVE RESULTED IN

CURRENT EFFORT BY THE NORTH AMERICAN EXPORT GRAIN ASSOCIATION (NAEGA) TO REVIEW PROPOSED LONG TERM CONTRACT. THIS PROPOSAL HAS BEEN PRESENTED TO NAEGA WHICH IN TURN HAS SOLICITED COMMENT BY INDIVIDUAL MEMBER MARKETING FIRMS. SOME DELAY NOW LIKELY, HOWEVER, DUE TO SUMMER VACATION PERIOD. IN REGARD TO EMBASSY'S REQUEST FOR

GUIDANCE, WE SUGGEST BEST ROLE FOR USG IS TO ALLOW FOR ORDERLY COMPLETION ABOVE REVIEW BY PRIVATE TRADE.

3. USG WAS ONLY INDIRECTLY INVOLVED THIS DISCUSSION OSLO AND LONDON AND HAS NOT BEEN INVOLVED AT ALL IN NAEGA CONTRACT EFFORT. OFFICIALS OF GREAT PLAINS WHEAT, INC., WASHINGTON, D.C., A MARKET DEVELOPMENT ORGANIZATION OF U.S. WHEAT PRODUCERS, PARTICIPATED IN LONDON AND OSLO MEETINGS BUT HAVE NO PART IN FINAL EFFORT OF NAEGA TO ARRIVE AT LONG TERM CONTRACT WITH NGC.

4. USG POSITION ON THIS IS TO AWAIT RESULTS NAEGA EFFORTS TO ARRIVE AT LONG TERM CONTRACT SATISFACTORY NGC. REASONABLE TIME NEEDS TO BE ALLOWED, ALTHOUGH AT PRESENT WE ASSUME OUTCOME WILL BE SATISFACTORY. INGERSOLL

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